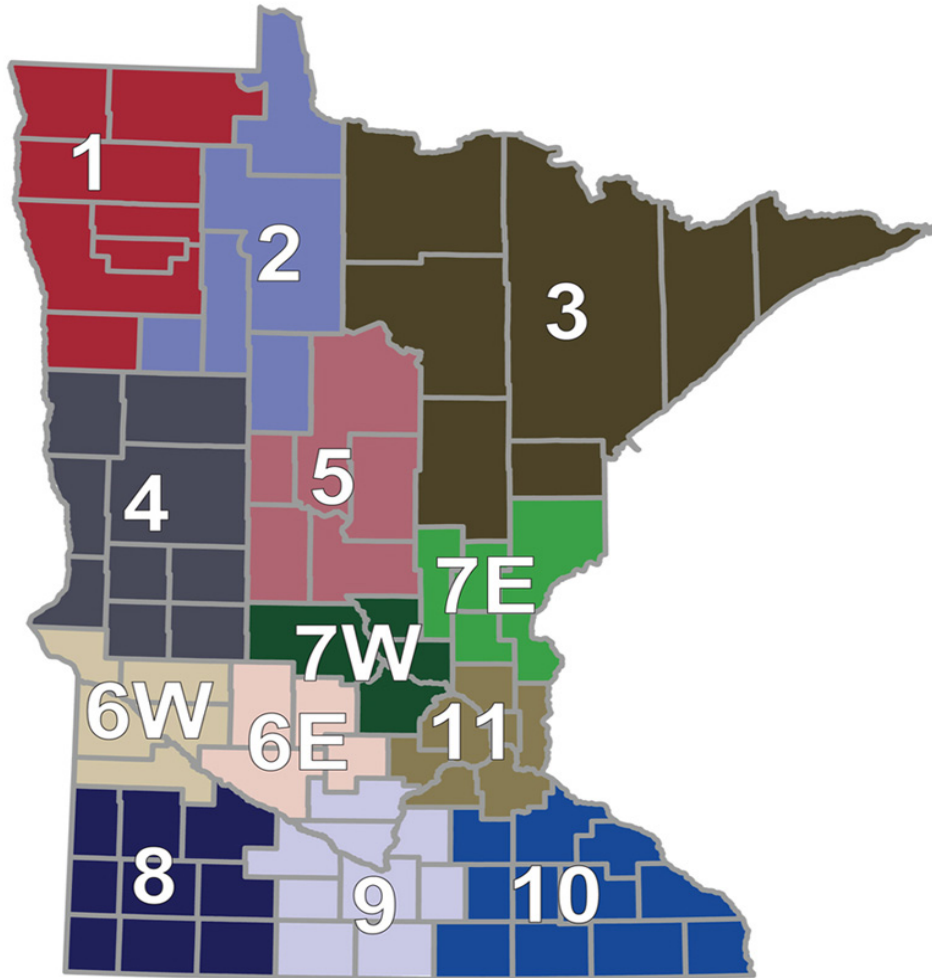



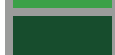











# Minnesota Regional Development Organizations



- |   |                                    |   |                                  |
|---|------------------------------------|---|----------------------------------|
|  | 1 - Northwest Region               |  | 7E - East Central Region         |
|  | 2 - Headwaters Region              |  | 7W - Central Region              |
|  | 3 - Arrowhead Region               |  | 8 - Southwest Region             |
|  | 4 - West Central Region            |  | 9 - South Central Region         |
|  | 5 - North Central Region           |  | 10 - Southeast Region            |
|  | 6E - Southwest Central Region      |  | 11 - 7-County Twin Cities Region |
|  | 6W - Upper Minnesota Valley Region |   |                                  |

# Local Market Update for September 2022

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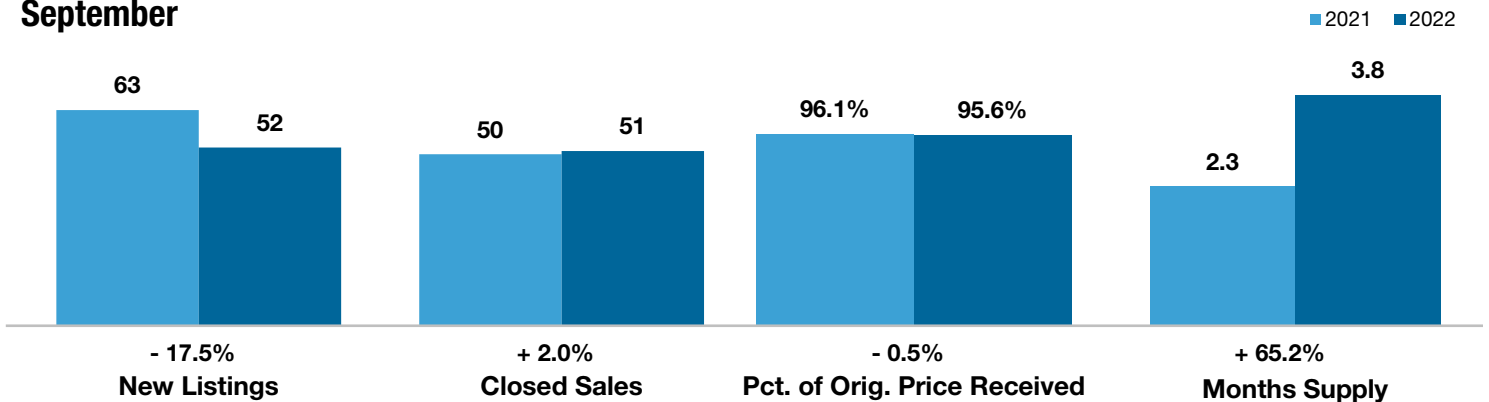


## 1 – Northwest Region

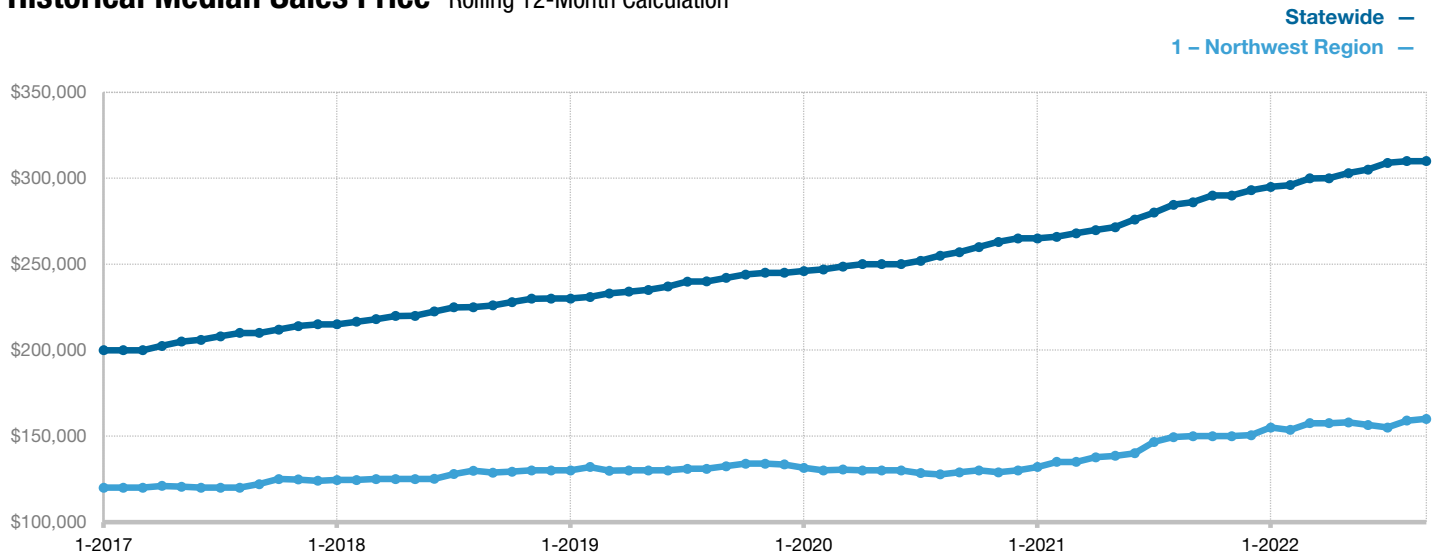
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	63	52	- 17.5%	455	508	+ 11.6%
Pending Sales	52	39	- 25.0%	433	368	- 15.0%
Closed Sales	50	51	+ 2.0%	420	372	- 11.4%
Median Sales Price*	\$171,300	\$177,700	+ 3.7%	\$157,500	\$169,000	+ 7.3%
Percent of Original List Price Received*	96.1%	95.6%	- 0.5%	95.8%	95.5%	- 0.3%
Days on Market Until Sale	54	36	- 33.3%	67	43	- 35.8%
Months Supply of Inventory	2.3	3.8	+ 65.2%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### September



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for September 2022

A Research Tool Provided by the Minnesota REALTORS®

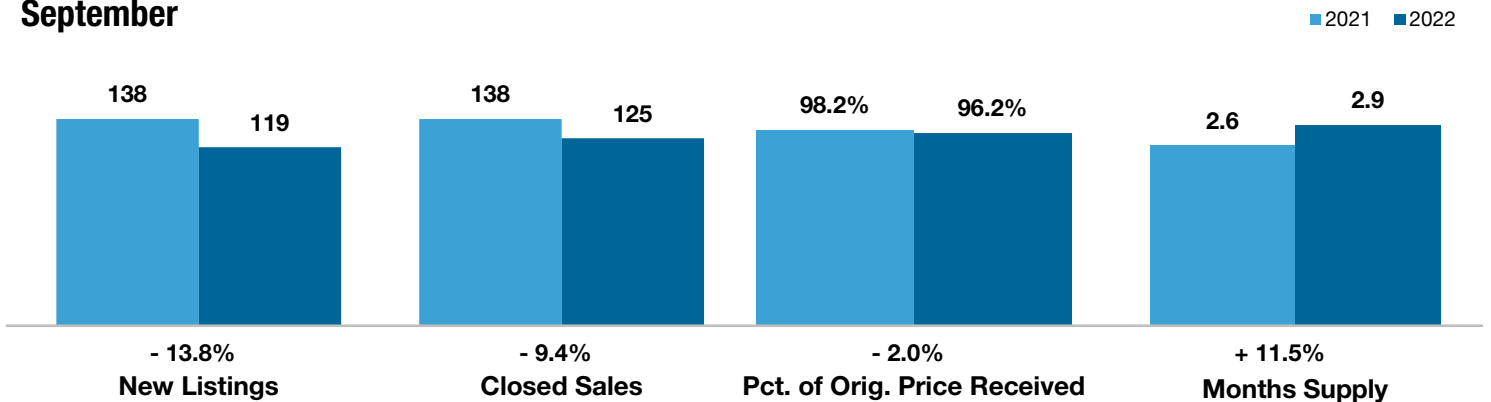


## 2 – Headwaters Region

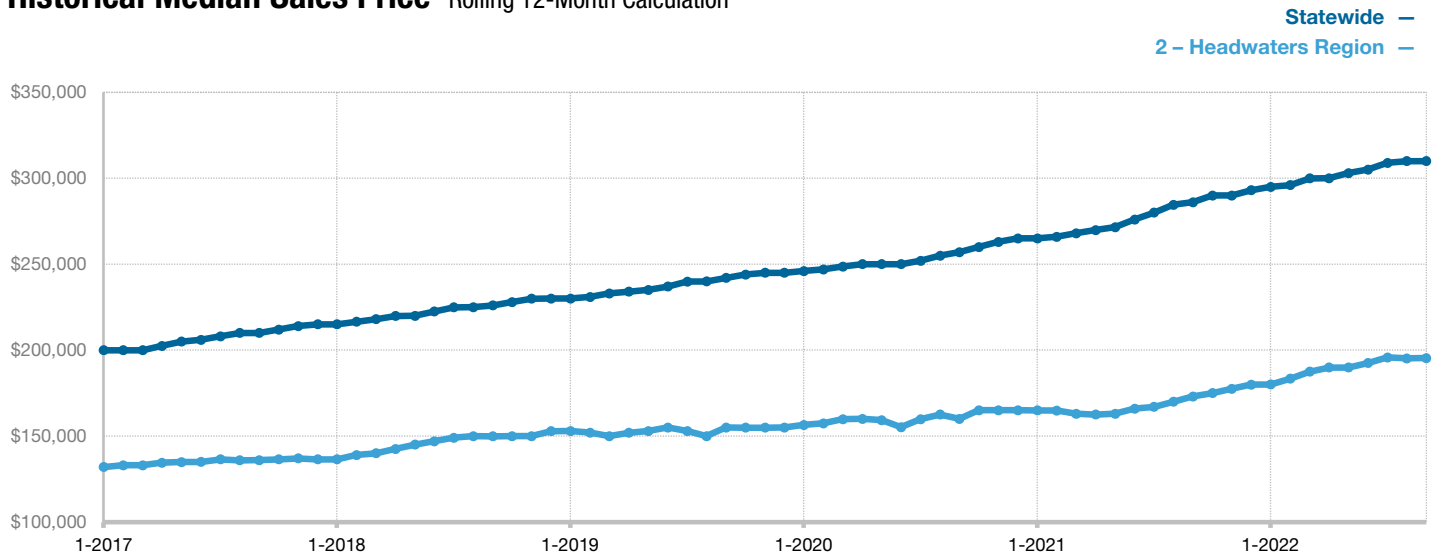
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	138	119	- 13.8%	1,175	1,065	- 9.4%
Pending Sales	112	102	- 8.9%	973	830	- 14.7%
Closed Sales	138	125	- 9.4%	907	799	- 11.9%
Median Sales Price*	\$224,900	\$237,500	+ 5.6%	\$224,950	\$244,430	+ 8.7%
Percent of Original List Price Received*	98.2%	96.2%	- 2.0%	98.3%	97.5%	- 0.8%
Days on Market Until Sale	28	33	+ 17.9%	45	39	- 13.3%
Months Supply of Inventory	2.6	2.9	+ 11.5%	--	--	--

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### September



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for September 2022

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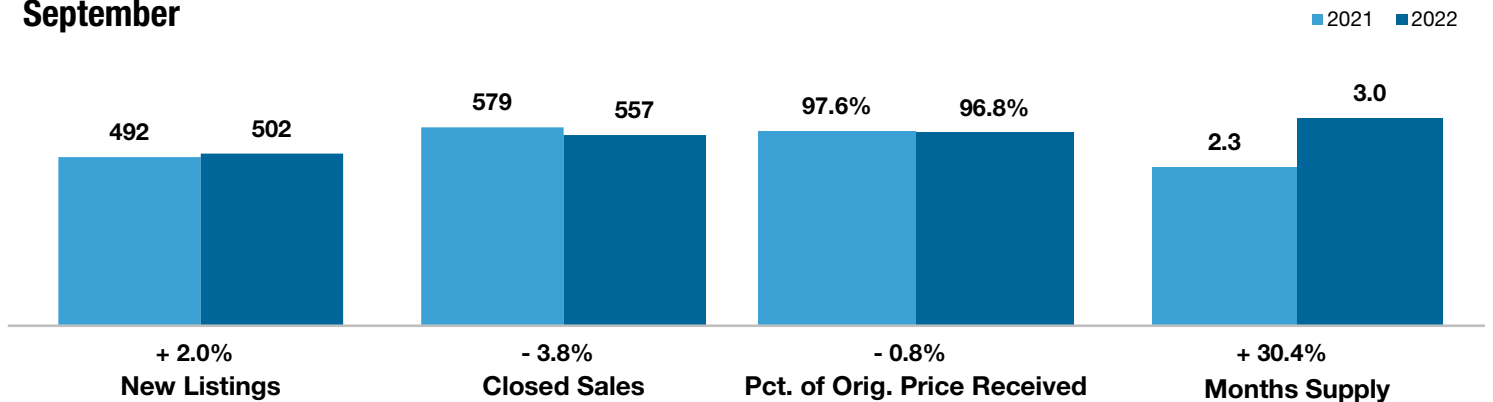


## 3 – Arrowhead Region

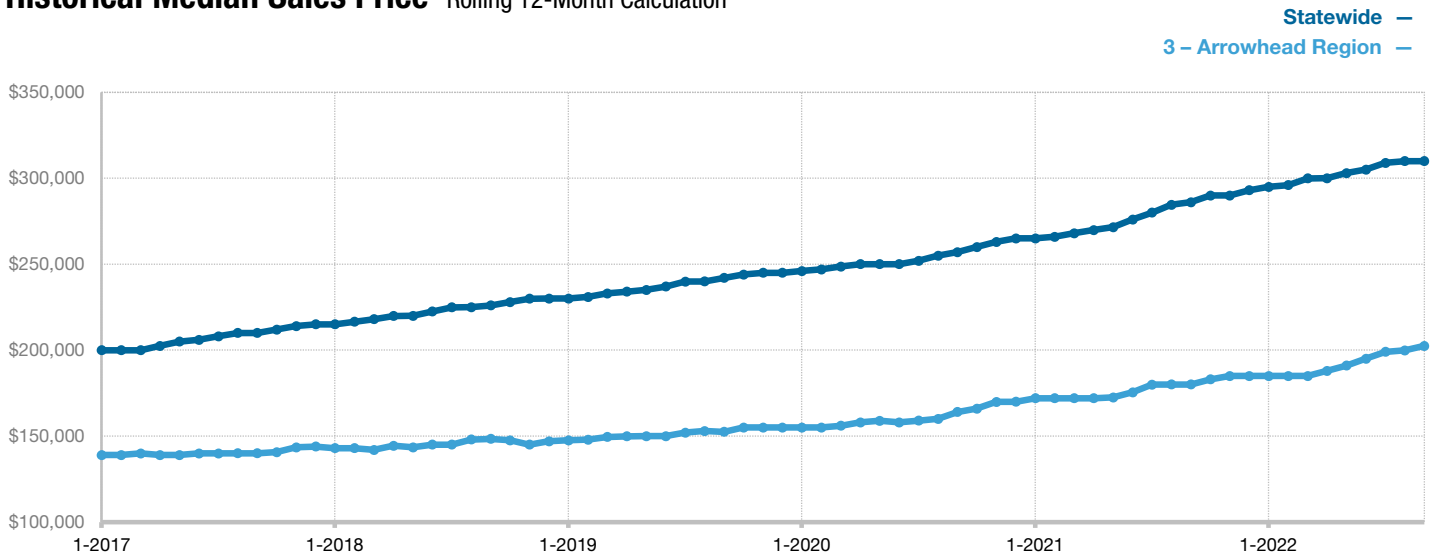
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	492	<b>502</b>	+ 2.0%	4,909	<b>4,558</b>	- 7.2%
Pending Sales	507	<b>397</b>	- 21.7%	4,330	<b>3,650</b>	- 15.7%
Closed Sales	579	<b>557</b>	- 3.8%	4,037	<b>3,505</b>	- 13.2%
Median Sales Price*	\$200,000	<b>\$245,000</b>	+ 22.5%	\$205,000	<b>\$229,000</b>	+ 11.7%
Percent of Original List Price Received*	97.6%	<b>96.8%</b>	- 0.8%	98.7%	<b>99.8%</b>	+ 1.1%
Days on Market Until Sale	43	<b>37</b>	- 14.0%	50	<b>38</b>	- 24.0%
Months Supply of Inventory	2.3	<b>3.0</b>	+ 30.4%	--	--	--

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### September



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for September 2022

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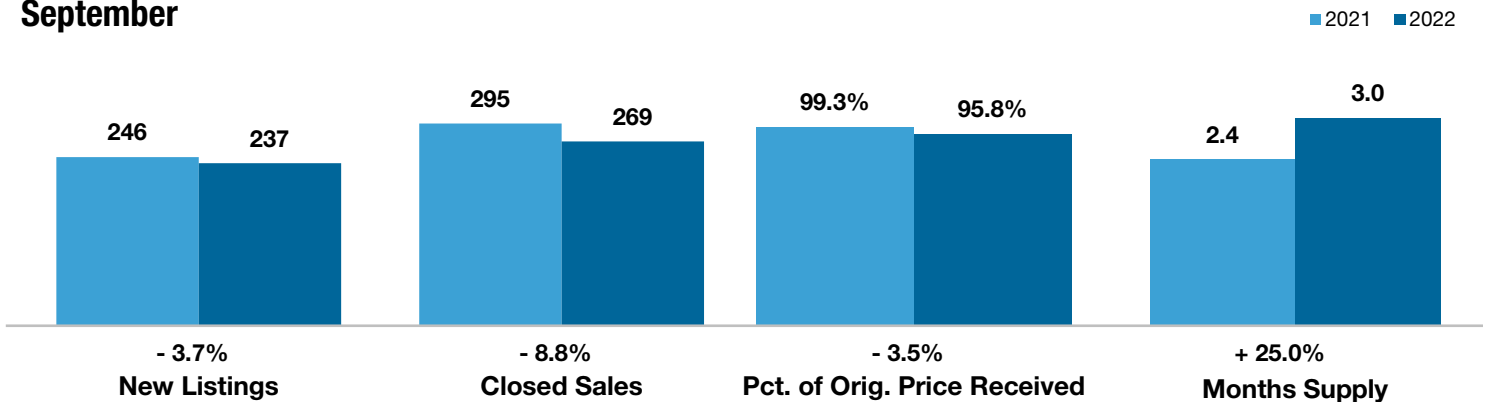


## 4 – West Central Region

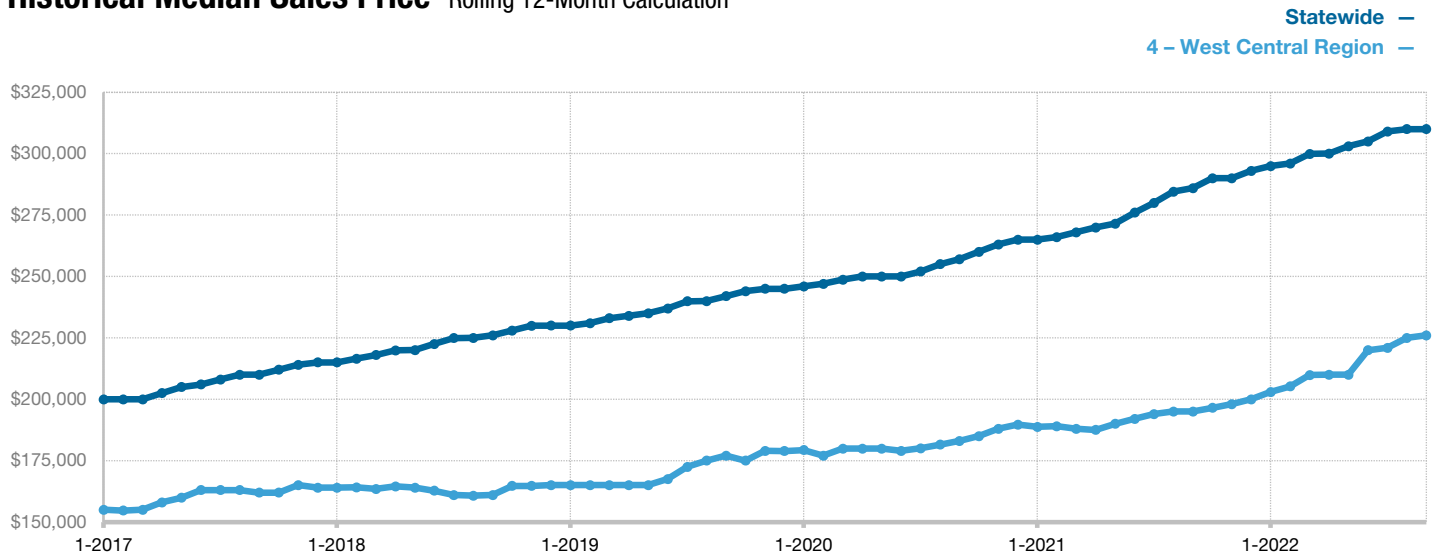
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	246	<b>237</b>	- 3.7%	2,560	<b>2,423</b>	- 5.4%
Pending Sales	251	<b>194</b>	- 22.7%	2,265	<b>1,935</b>	- 14.6%
Closed Sales	295	<b>269</b>	- 8.8%	2,075	<b>1,818</b>	- 12.4%
Median Sales Price*	\$250,000	<b>\$285,000</b>	+ 14.0%	\$240,000	<b>\$260,000</b>	+ 8.3%
Percent of Original List Price Received*	99.3%	<b>95.8%</b>	- 3.5%	98.4%	<b>97.8%</b>	- 0.6%
Days on Market Until Sale	32	<b>44</b>	+ 37.5%	46	<b>40</b>	- 13.0%
Months Supply of Inventory	2.4	<b>3.0</b>	+ 25.0%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### September



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for September 2022

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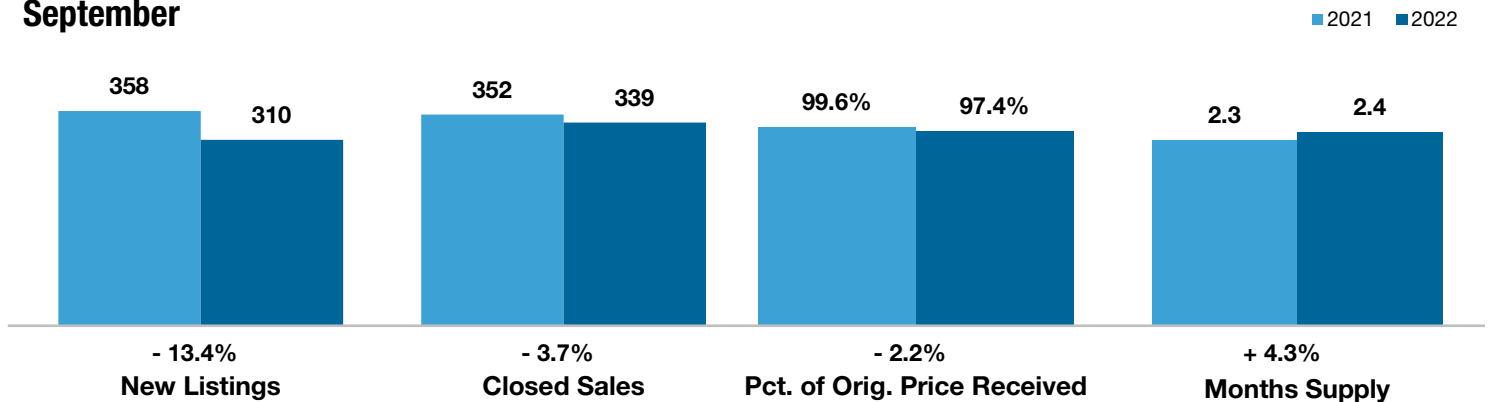


## 5 – North Central Region

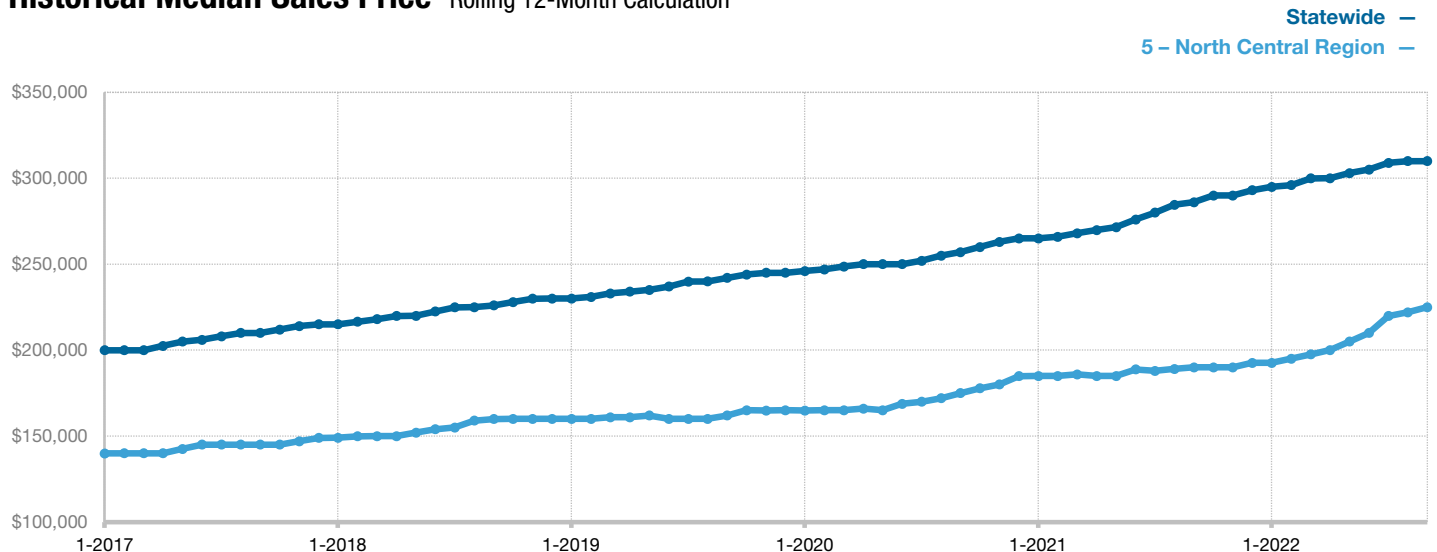
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	358	310	- 13.4%	3,038	2,879	- 5.2%
Pending Sales	319	272	- 14.7%	2,513	2,250	- 10.5%
Closed Sales	352	339	- 3.7%	2,313	2,119	- 8.4%
Median Sales Price*	\$260,000	\$305,900	+ 17.7%	\$250,000	\$285,000	+ 14.0%
Percent of Original List Price Received*	99.6%	97.4%	- 2.2%	99.7%	99.8%	+ 0.1%
Days on Market Until Sale	28	32	+ 14.3%	36	30	- 16.7%
Months Supply of Inventory	2.3	2.4	+ 4.3%	--	--	--

\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### September



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for September 2022

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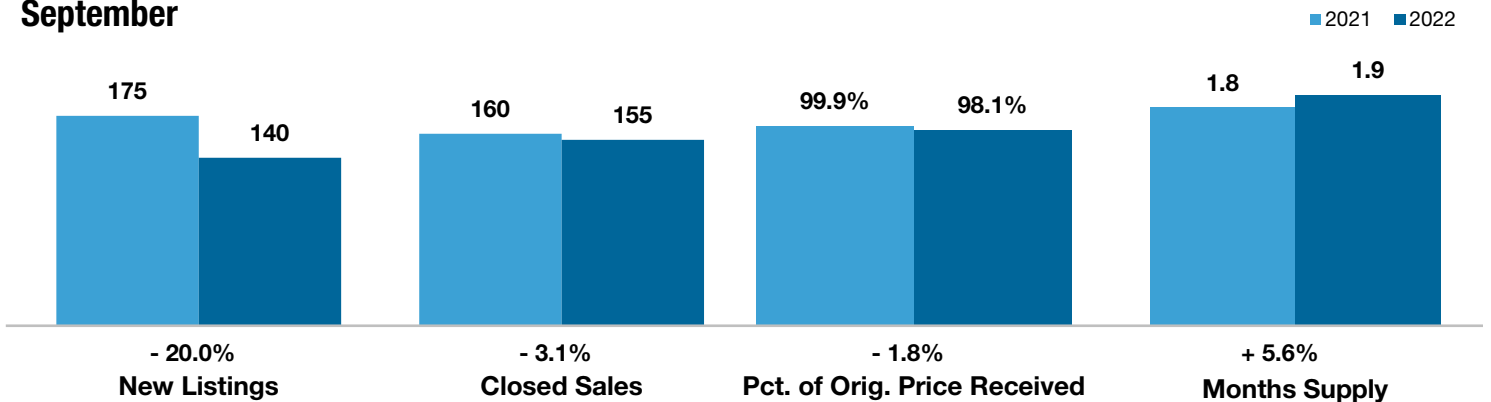


## 6E – Southwest Central Region

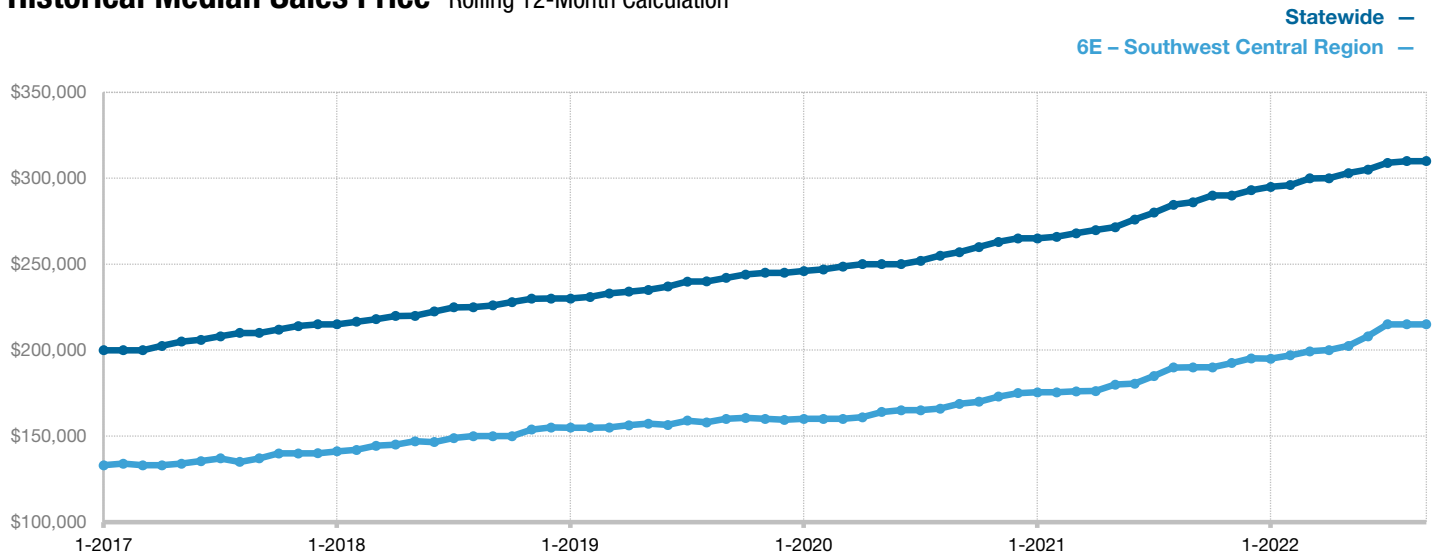
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	175	140	- 20.0%	1,496	1,356	- 9.4%
Pending Sales	167	110	- 34.1%	1,282	1,131	- 11.8%
Closed Sales	160	155	- 3.1%	1,198	1,135	- 5.3%
Median Sales Price*	\$216,776	\$225,500	+ 4.0%	\$214,450	\$230,000	+ 7.3%
Percent of Original List Price Received*	99.9%	98.1%	- 1.8%	99.7%	99.5%	- 0.2%
Days on Market Until Sale	30	28	- 6.7%	35	30	- 14.3%
Months Supply of Inventory	1.8	1.9	+ 5.6%	--	--	--

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### September



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for September 2022

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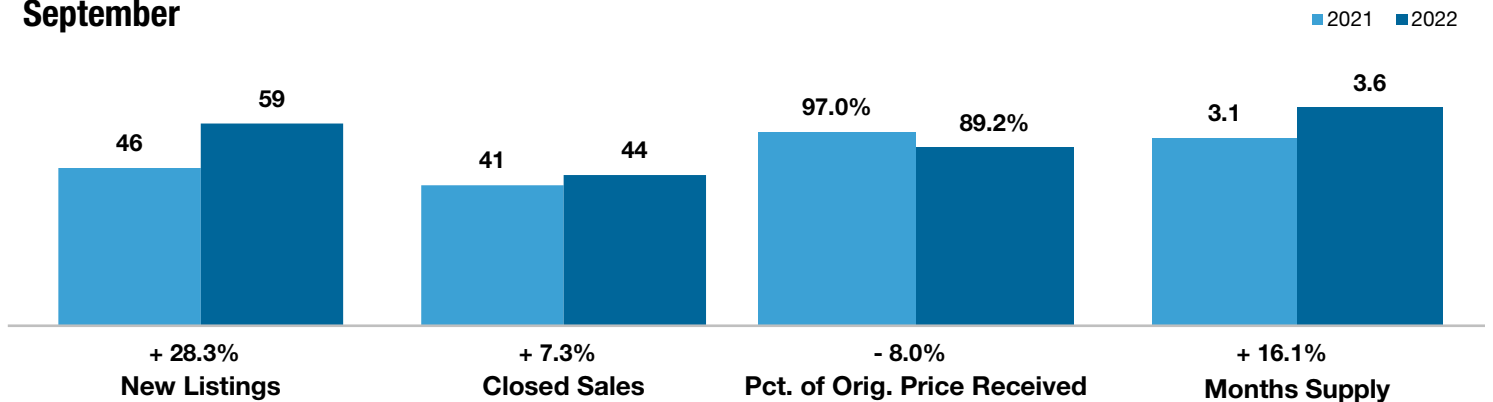


## 6W – Upper Minnesota Valley Region

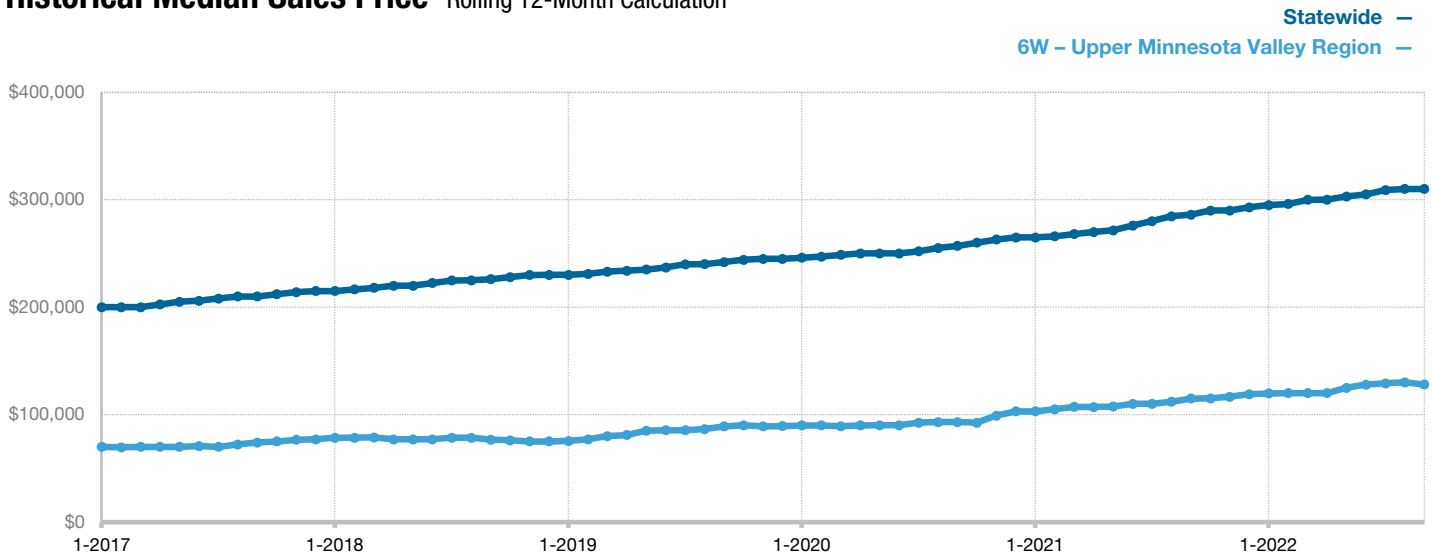
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	46	59	+ 28.3%	395	425	+ 7.6%
Pending Sales	39	34	- 12.8%	348	351	+ 0.9%
Closed Sales	41	44	+ 7.3%	354	344	- 2.8%
Median Sales Price*	\$134,000	\$108,500	- 19.0%	\$118,250	\$128,000	+ 8.2%
Percent of Original List Price Received*	97.0%	89.2%	- 8.0%	93.2%	92.8%	- 0.4%
Days on Market Until Sale	49	67	+ 36.7%	80	62	- 22.5%
Months Supply of Inventory	3.1	3.6	+ 16.1%	--	--	--

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### September



### Historical Median Sales Price Rolling 12-Month Calculation





# Local Market Update for September 2022

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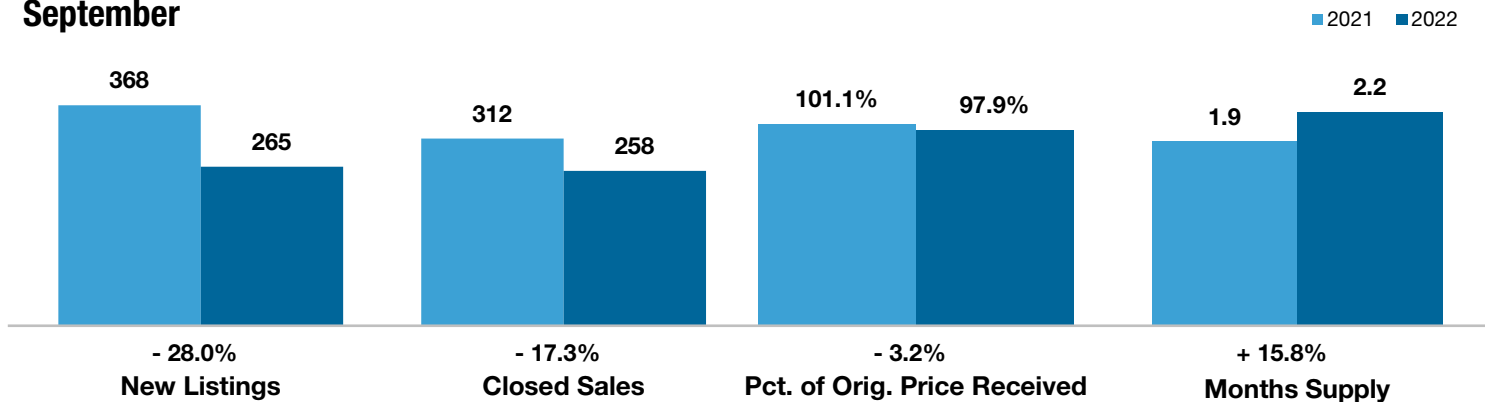


## 7E – East Central Region

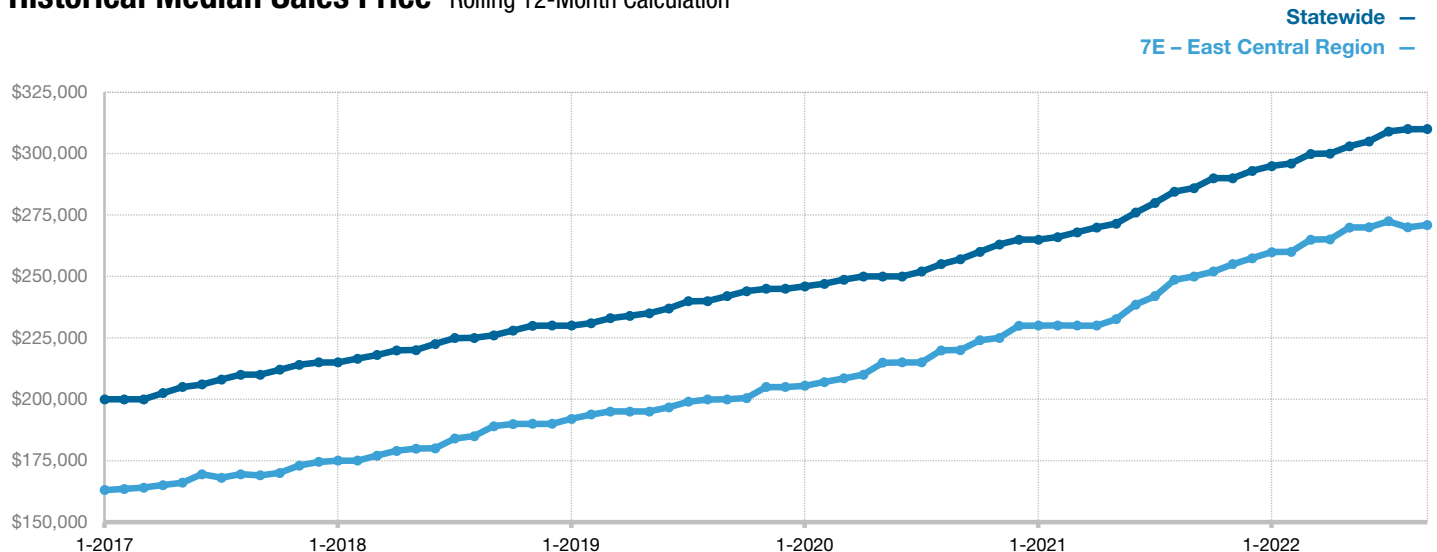
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	368	265	- 28.0%	2,916	2,823	- 3.2%
Pending Sales	314	220	- 29.9%	2,460	2,123	- 13.7%
Closed Sales	312	258	- 17.3%	2,316	2,023	- 12.7%
Median Sales Price*	\$280,000	\$300,000	+ 7.1%	\$280,000	\$305,000	+ 8.9%
Percent of Original List Price Received*	101.1%	97.9%	- 3.2%	101.8%	100.7%	- 1.1%
Days on Market Until Sale	32	31	- 3.1%	32	29	- 9.4%
Months Supply of Inventory	1.9	2.2	+ 15.8%	--	--	--

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### September



### Historical Median Sales Price Rolling 12-Month Calculation



Current as of October 7, 2022. All data from the multiple listing services in the state of Minnesota. Report © 2022 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for September 2022

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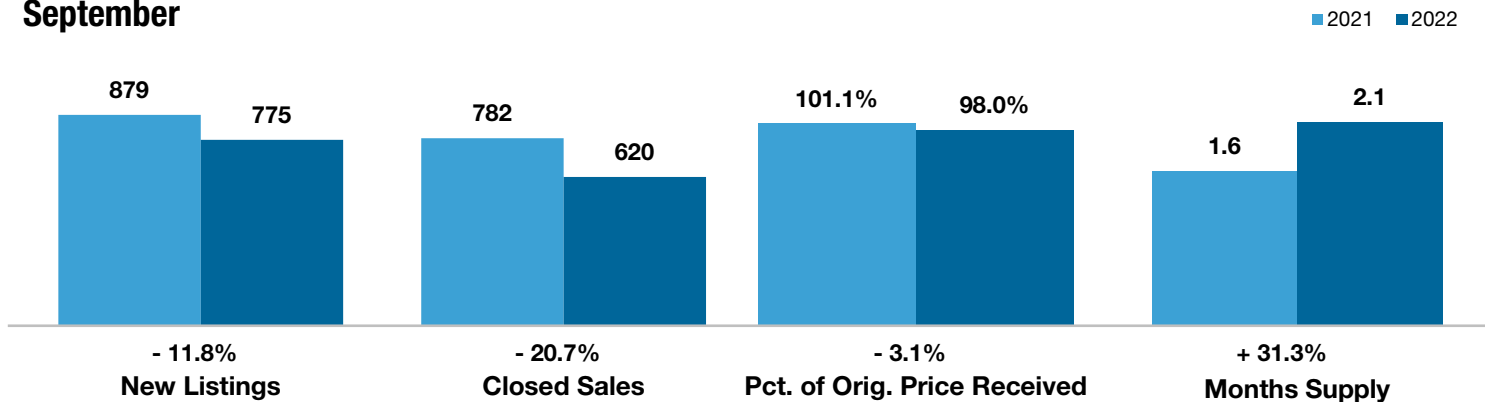


## 7W – Central Region

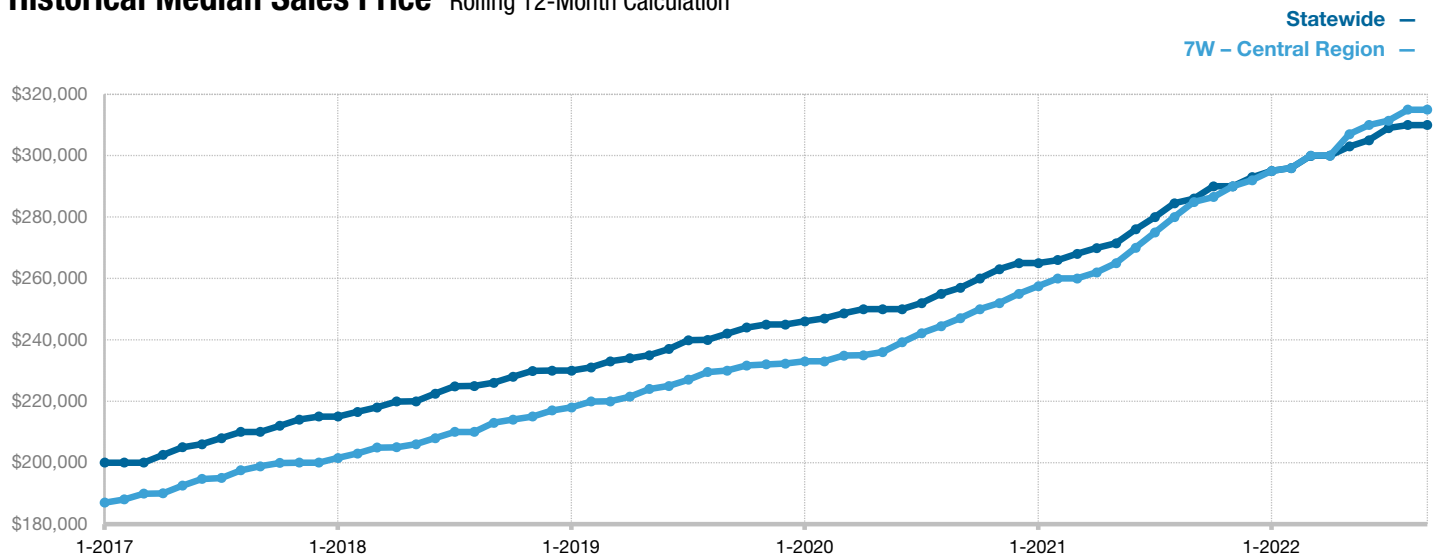
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	879	775	- 11.8%	7,784	7,281	- 6.5%
Pending Sales	677	499	- 26.3%	6,438	5,346	- 17.0%
Closed Sales	782	620	- 20.7%	6,046	5,263	- 13.0%
Median Sales Price*	\$309,000	\$318,000	+ 2.9%	\$302,500	\$333,900	+ 10.4%
Percent of Original List Price Received*	101.1%	98.0%	- 3.1%	101.9%	100.8%	- 1.1%
Days on Market Until Sale	27	34	+ 25.9%	29	30	+ 3.4%
Months Supply of Inventory	1.6	2.1	+ 31.3%	--	--	--

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### September



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for September 2022

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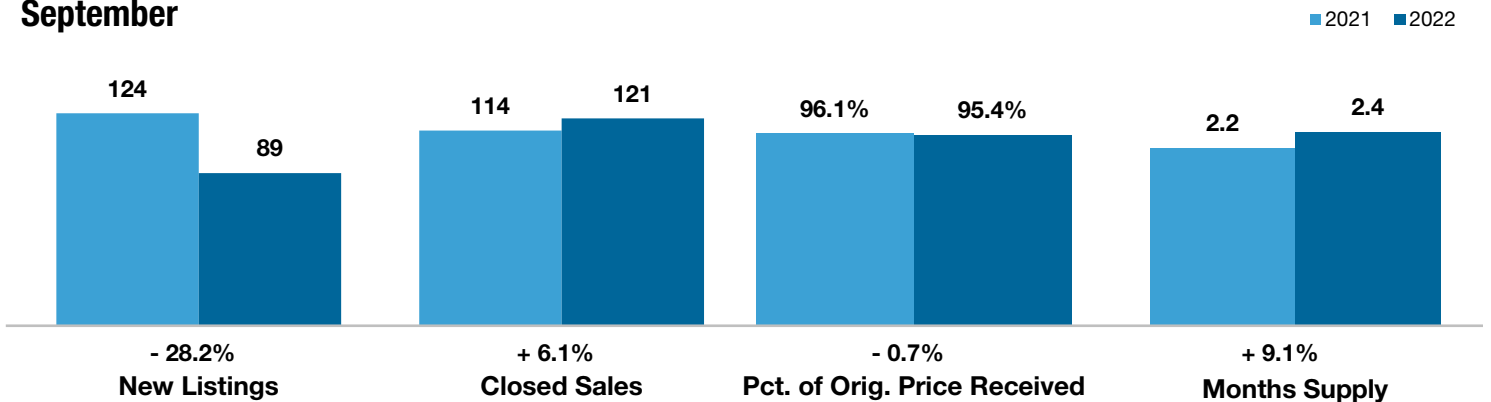


## 8 – Southwest Region

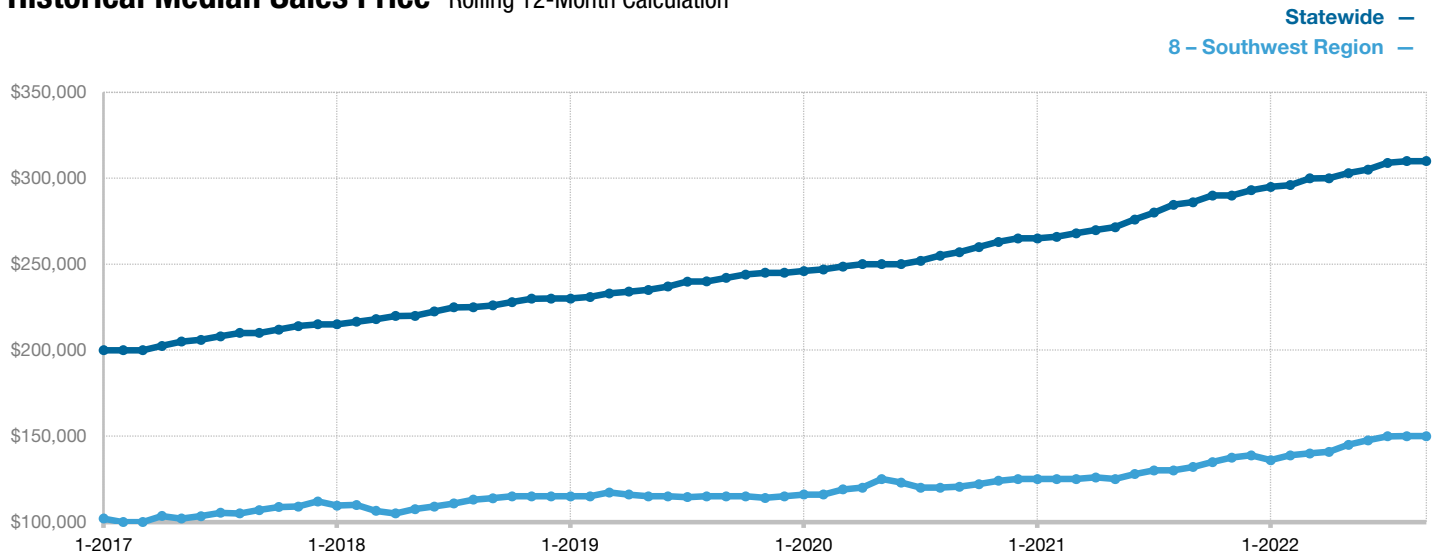
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	124	89	- 28.2%	1,048	1,029	- 1.8%
Pending Sales	125	93	- 25.6%	972	873	- 10.2%
Closed Sales	114	121	+ 6.1%	922	853	- 7.5%
Median Sales Price*	\$153,000	\$170,850	+ 11.7%	\$145,000	\$160,000	+ 10.3%
Percent of Original List Price Received*	96.1%	95.4%	- 0.7%	95.3%	95.6%	+ 0.3%
Days on Market Until Sale	40	43	+ 7.5%	63	50	- 20.6%
Months Supply of Inventory	2.2	2.4	+ 9.1%	--	--	--

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### September



### Historical Median Sales Price Rolling 12-Month Calculation



Current as of October 7, 2022. All data from the multiple listing services in the state of Minnesota. Report © 2022 ShowingTime. Percent changes are calculated using rounded figures.

# Local Market Update for September 2022

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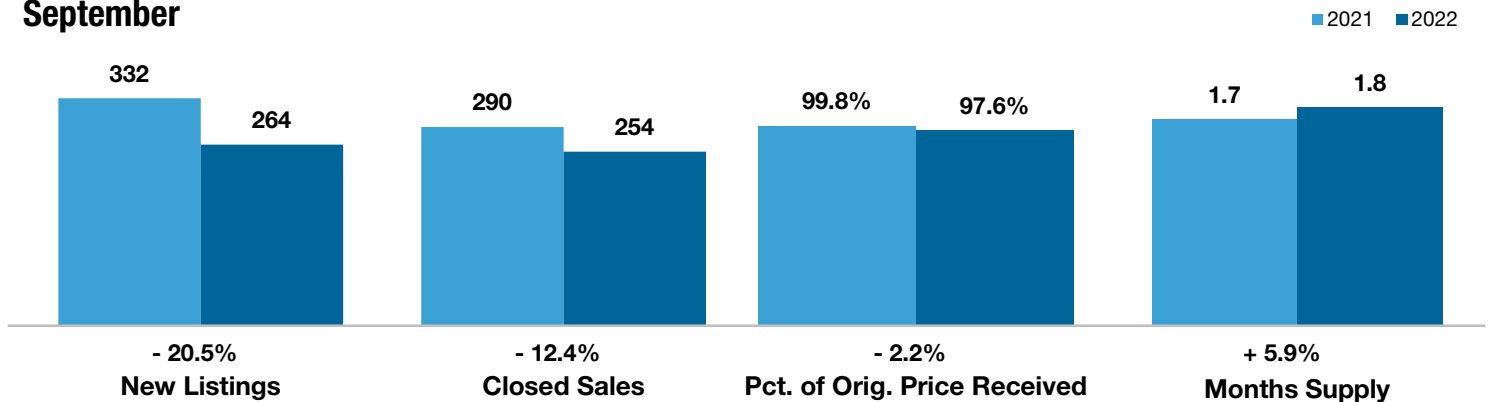


## 9 – South Central Region

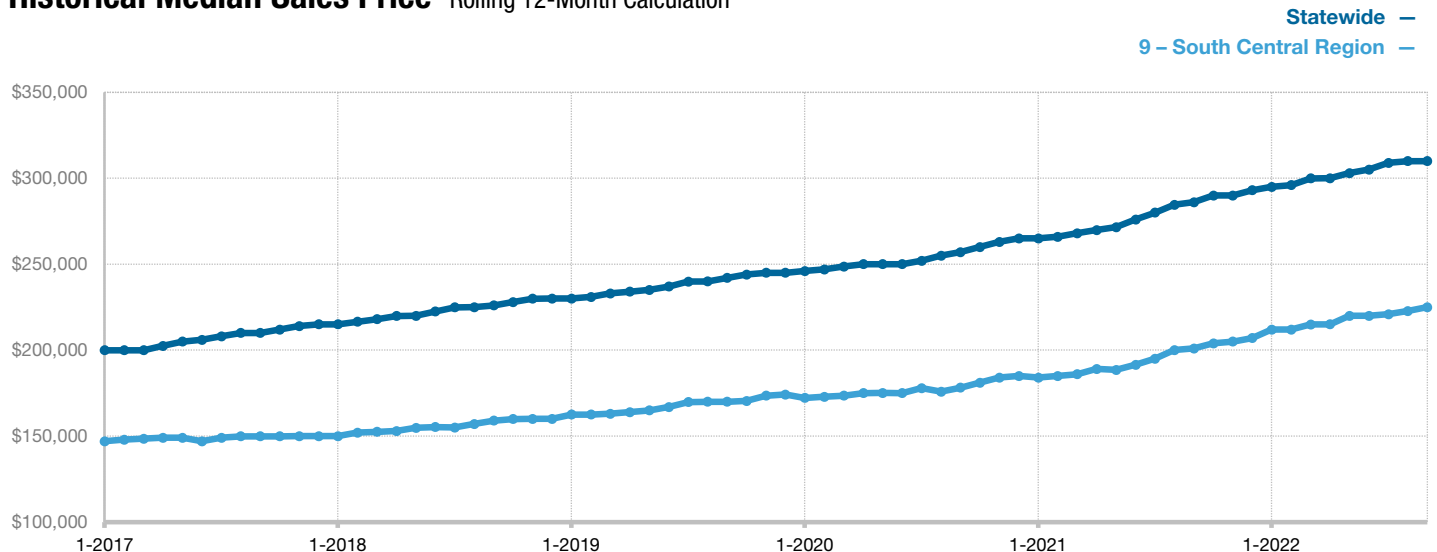
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	332	264	- 20.5%	2,824	2,616	- 7.4%
Pending Sales	273	221	- 19.0%	2,549	2,265	- 11.1%
Closed Sales	290	254	- 12.4%	2,408	2,218	- 7.9%
Median Sales Price*	\$205,500	\$239,900	+ 16.7%	\$210,843	\$234,900	+ 11.4%
Percent of Original List Price Received*	99.8%	97.6%	- 2.2%	99.6%	99.0%	- 0.6%
Days on Market Until Sale	54	56	+ 3.7%	65	59	- 9.2%
Months Supply of Inventory	1.7	1.8	+ 5.9%	--	--	--

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### September



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for September 2022

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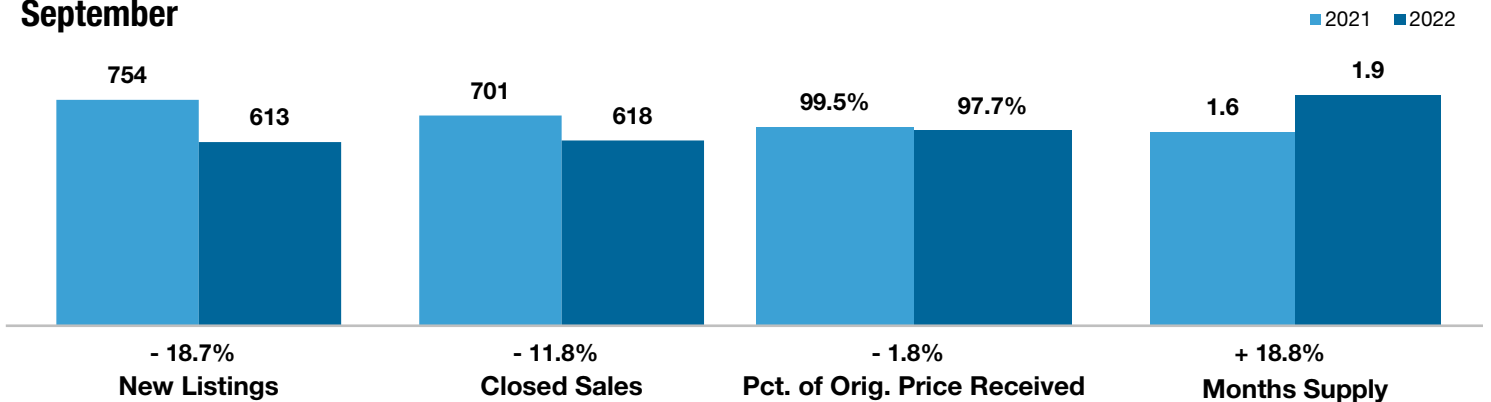


## 10 – Southeast Region

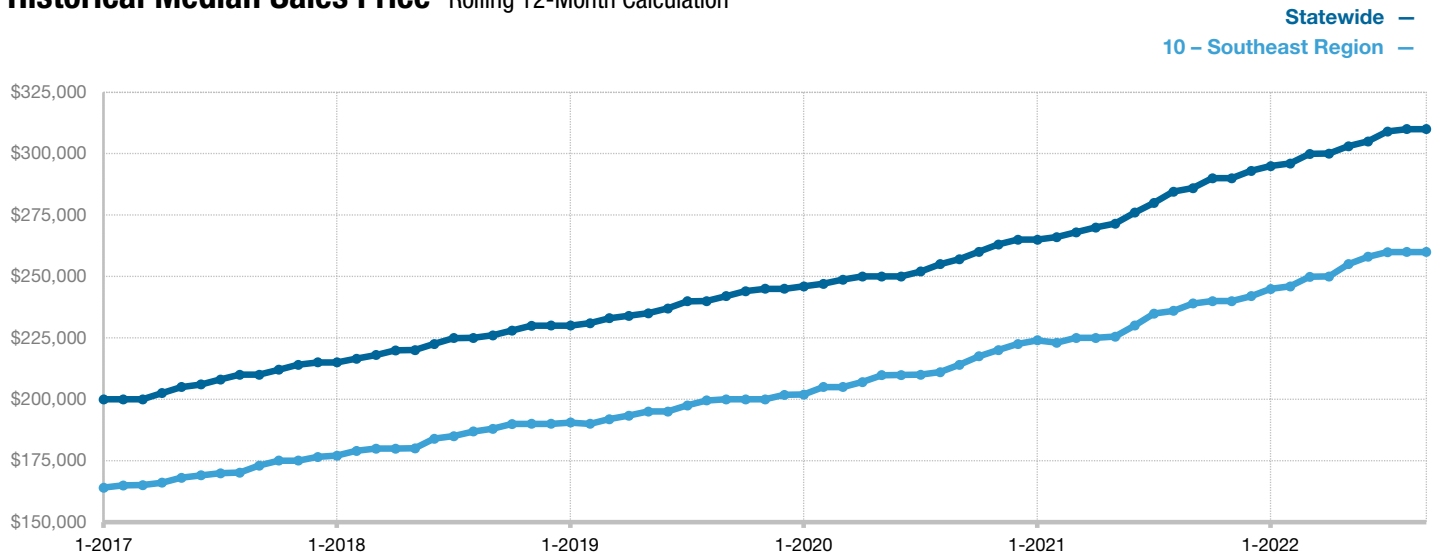
Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	754	<b>613</b>	- 18.7%	6,522	<b>6,092</b>	- 6.6%
Pending Sales	624	<b>486</b>	- 22.1%	5,820	<b>5,187</b>	- 10.9%
Closed Sales	701	<b>618</b>	- 11.8%	5,481	<b>5,131</b>	- 6.4%
Median Sales Price*	\$255,000	<b>\$264,950</b>	+ 3.9%	\$250,000	<b>\$275,000</b>	+ 10.0%
Percent of Original List Price Received*	99.5%	<b>97.7%</b>	- 1.8%	100.5%	<b>99.6%</b>	- 0.9%
Days on Market Until Sale	24	<b>31</b>	+ 29.2%	31	<b>32</b>	+ 3.2%
Months Supply of Inventory	1.6	<b>1.9</b>	+ 18.8%	--	--	--

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### September



### Historical Median Sales Price Rolling 12-Month Calculation



# Local Market Update for September 2022

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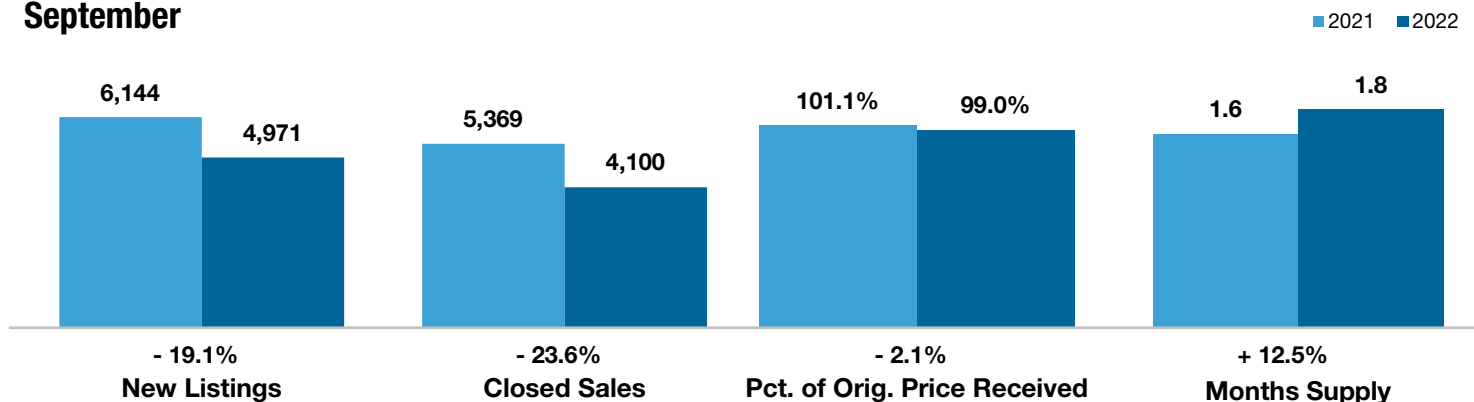


## 11 – 7-County Twin Cities Region

Key Metrics	September			Year to Date		
	2021	2022	Percent Change	Thru 9-2021	Thru 9-2022	Percent Change
New Listings	6,144	<b>4,971</b>	- 19.1%	52,587	<b>47,597</b>	- 9.5%
Pending Sales	4,712	<b>3,309</b>	- 29.8%	43,842	<b>36,549</b>	- 16.6%
Closed Sales	5,369	<b>4,100</b>	- 23.6%	41,907	<b>36,114</b>	- 13.8%
Median Sales Price*	\$349,000	<b>\$365,500</b>	+ 4.7%	\$344,900	<b>\$370,000</b>	+ 7.3%
Percent of Original List Price Received*	101.1%	<b>99.0%</b>	- 2.1%	102.6%	<b>101.9%</b>	- 0.7%
Days on Market Until Sale	23	<b>29</b>	+ 26.1%	26	<b>27</b>	+ 3.8%
Months Supply of Inventory	1.6	<b>1.8</b>	+ 12.5%	--	--	--

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### September



### Historical Median Sales Price Rolling 12-Month Calculation

